

Message Text

UNCLASSIFIED

PAGE 01 JIDDA 07326 021747Z

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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R 021435Z OCT 75

FM AMEMBASSY JIDDA

TO USDOC WASHDC

INFO SECSTATE WASHDC 2777

UNCLAS JIDDA 7326

E.O. 11652: N/A

TAGS: BDIS, SA

SUBJECT: SCHLOSSBERG VS. SAID

REFS: A. USDOC 16346 B. USDOC 15885 C. JIDDA 6767

1. MANANGER OF FIRM HAS BEEN AWAY FROM JIDDA BUT EMBOFF
CONTACTED TODAY AND INFORMED HIM SUBSTANCE REF B.

2. ABDUL KHALIQ SAEED SHOCKED THAT U.S. FIRM HAS NOT
ACCEPTED WHAT HE TERMED GENEROUS OFFER TO PAY FOR THE
GOODS AGAINST RECEIPT OF ORIGINAL DOCUMENTS. STATES
THAT COLLECTION AGAINST DOCUMENTS IS ASSURED BY HIS BANK
GUARANTEE AND THAT HE CANNOT COLLECT GOODS WITHOUT RECORD
OF PAYMENT THROUGH HIS BANK, NATIONAL COMMERCIAL BANK TO
SELLER'S BANK, IRVING TRUST, IN ORDER TO GET THE ORIGINAL
DOCUMENTS, STILL WITH SCHLOSSBERG. HE IS CHAGRINED AT
SCHLOSSBERG'S LACK OF COMMERCIAL SENSE.

3. SAID (AKA SAEED) STATES THAT HE WILL NOT GO THROUGH
TROUBLE AND EXPENSE OF MAKING ANOTHER L/C WHICH IS COSTLY.
HE STATES THAT UNLESS SCHLOSSBERG IS WILLING TO SEND
DOCUMENTS AGAINST COLLECTION WITHOUT DELAY HE WILL INVITE
U.S. FIRM'S LEGAL ACTION. HE STATES HIS FIRM PRIDES
ITSELF ON HONEST DEALING AND IS WILLING TO TAKE SHIPMENT
PROVIDED SCHLOSSBERG SENDS ORIGINAL DOCUMENTS TO BAB SHARIF
BRANCH OF NATIONAL COMMERCIAL BANK AND WILL DO NO OTHER.

4. FYI. FIRM OF MAHMOUD SAID HAS EXCELLENT BUSINESS
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REPUTATION WITH ALL BANKS AND JIDDA CHAMBER OF COMMERCE.

NOT KNOWN FOR SHARP TRADING. ONE OF LARGEST SAUDI FIRMS
IN COSMETICS FIELD AND OPENING THREE MORE RETAIL OUTLETS
SOON. APPEARS TO BE CLIENT WORTH KEEPING.

AKINS

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Message Attributes

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Disposition Event:
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